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Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

+ / -	YTD 2018	YTD 2019	+ / -	Jun 2018	Jun 2019	Key Metrics
						isting Activity Charts Metrics
+11%	582	646	+18.4%	76	90	New Listing Count
+16.1%	\$328,914,975	\$381,880,733	+27.6%	\$41,600,240	\$53,081,993	New Listing Volume
	N/A	N/A	-	273	_	Active Listing Count
	N/A	N/A	-	\$196,967,920	_	Active Listing Volume
+7.2%	\$728,661	\$780,996	-	\$721,494	_	Average Listing Price
+3.1%	\$589,476	\$607,578	-	\$580,000	_	Median Listing Price
+6.5%	\$234	\$249	-	\$231	_	Average Listing Price per Sq Ft
+4%	\$209	\$217	-	\$210	_	Median Listing Price per Sq Ft
-30%	71.81	50.27	-	78	_	Median Daysin RPR
-24.7%	4.4	3.3	-100%	2.7	_	Months of Inventory
+7.5%	22.79%	30.28%	-	37%	_	Absorption Rate
						Sales Activity Charts Metrics
+24.8%	508	634	+30.7%	75	98	New Pending Sales Count
+28.1%	\$266,947,156	\$341,980,175	+38.7%	\$41,341,987	\$57,357,885	New Pending Sales Volume
	NA	NA	-	65	_	Pending Sales Count
	NA	NA	-	\$36,809,820	_	Pending Sales Volume
+5.1%	433	455	+13.2%	76	86	Closed Sales Count
+5.4%	\$221,433,033	\$233,397,675	+12.2%	\$39,331,661	\$44,137,462	Closed Sales Volume
+0.3%	\$511,393	\$512,962	-0.8%	\$517,522	\$513,226	Average Sales Price
-1.6%	\$461,539	\$453,991	-5.2%	\$453,500	\$430,000	Median Sales Price
+1.8%	\$207	\$210	+2.7%	\$202	\$207	Average Sales Price per Sq Ft
+2.7%	\$200	\$206	+3.3%	\$197	\$204	Median Sales Price per Sq Ft
		***************************************				Distressed Charts Metrics
	NA	NA	_	3	_	Distressed Listing Count



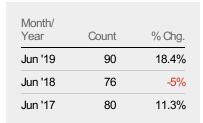


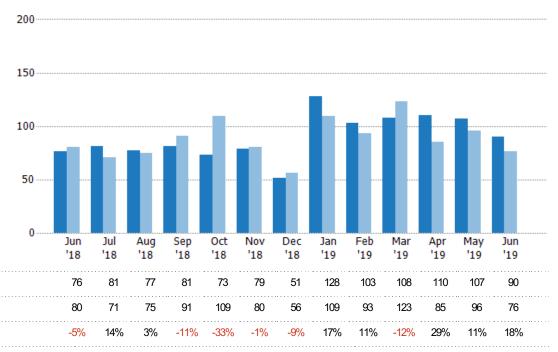


New Listings

The number of new residential listings that were added each month.

Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence





New Listing Volume

Percent Change from Prior Year

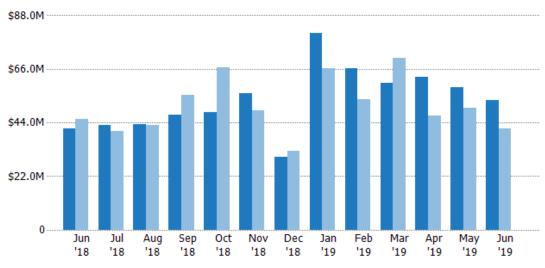
Current Year

Prior Year

The sum of the listing price of residential listings that were added each month.

Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Jun '19	\$53.1M	27.6%
Jun '18	\$41.6M	-8.4%
Jun '17	\$45.4M	-4.1%



Current Year \$41.6M \$43.1M \$43.5M \$47.3M \$48.2M \$56.2M \$30M \$80.8M \$66.3M \$60.4M \$62.9M \$58.4M \$53.1M

Prior Year \$45.4M \$40.6M \$43.1M \$55.3M \$66.6M \$48.8M \$32.5M \$66.3M \$53.5M \$70.6M \$46.8M \$50.1M \$41.6M

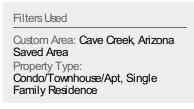
Percent Change from Prior Year -8% 6% 1% -15% -28% 15% -8% 22% 24% -14% 35% 17% 28%





Active Listings

The number of active residential listings at the end of each month.





Active Listing Volume

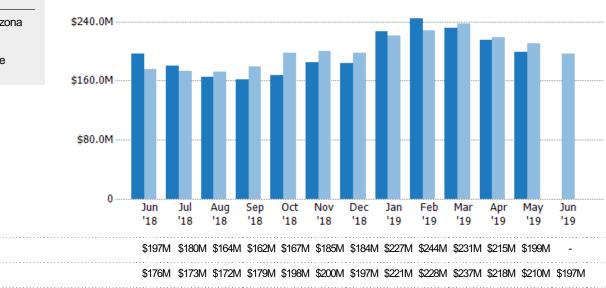
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active residential listings at the end of each month.





Current Year

Percent Change from Prior Year

Prior Year



12%

4%

-5%



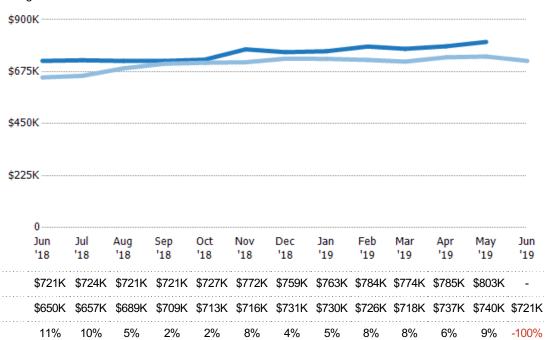
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

Custom Area: Cave Creek, Arizona
Saved Area

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Median Listing Price

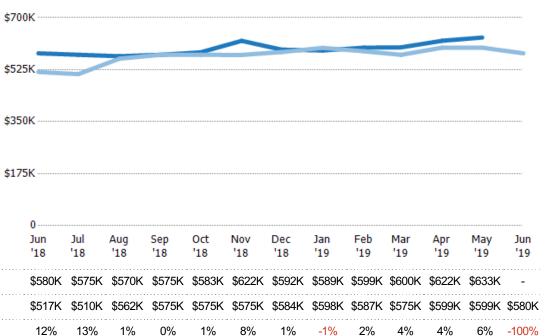
Percent Change from Prior Year

Current Year

Prior Year

The median listing price of active residential listings at the end of each month.

Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence



Current Year

Percent Change from Prior Year





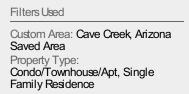
Current Year

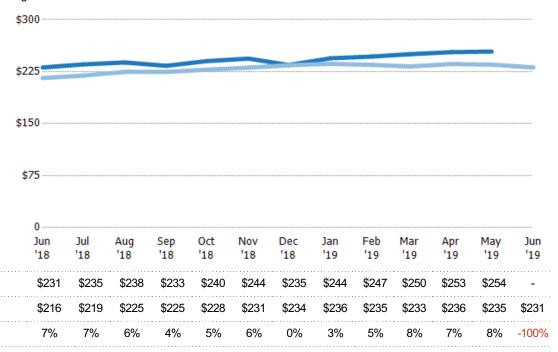
Prior Year

Market Data Report

Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.



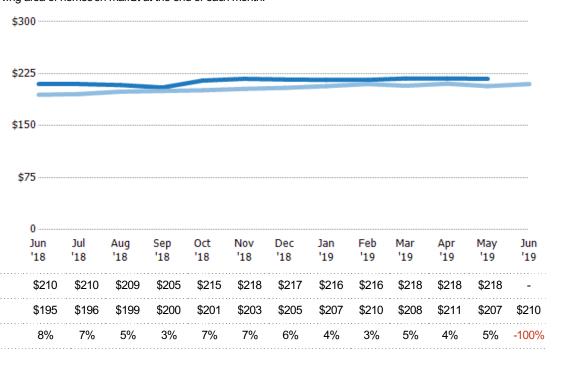


Median Listing Price per Sq Ft

The median of listing prices divided by the living area of homes on market at the end of each month.

Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year





Current Year

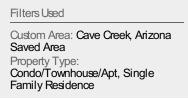
Percent Change from Prior Year

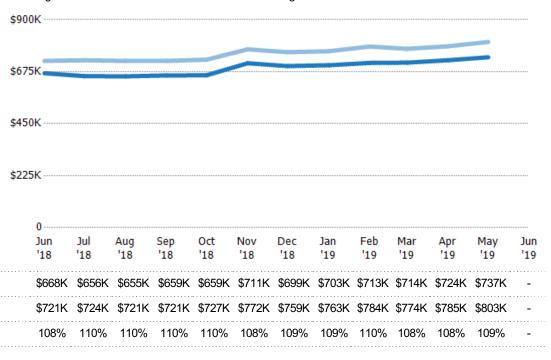




Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.





Median Listing Price vs Median Est Value

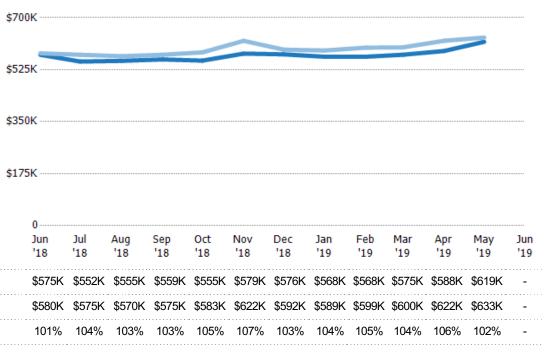
The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Listing Price as a % of Avg Est Value

Avg Est Value

Avg Listing Price





Median Est Value

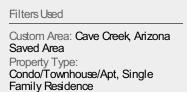
Median Listing Price

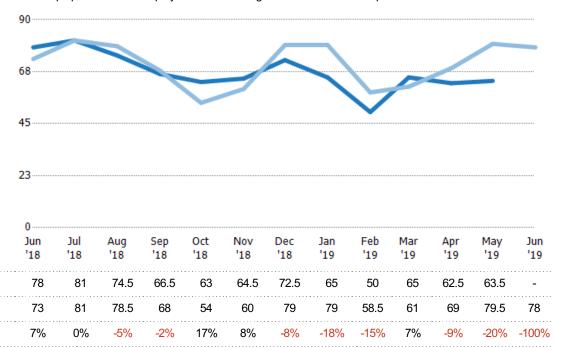
Med Listing Price as a % of Med Est Value



Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR





Months of Inventory

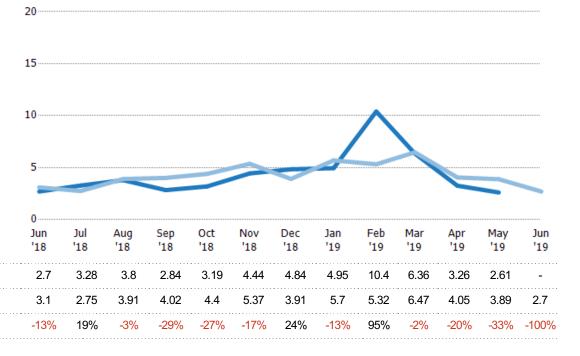
Percent Change from Prior Year

Current Year

Prior Year

The number of months it would take to exhaust active listings at the current sales rate.

Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence



Current Year

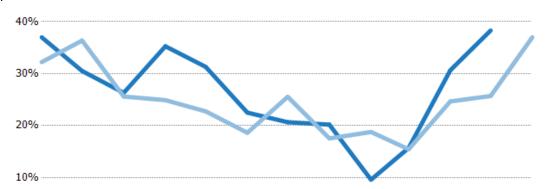
Percent Change from Prior Year

Absorption Rate

The percentage of inventory sold per month.

Filters Used

Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

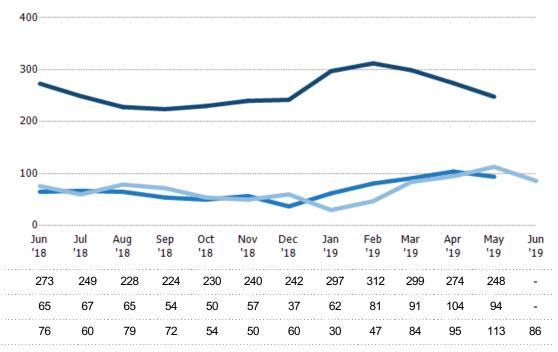


	0												
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	37%	31%	26%	35%	31%	23%	21%	20%	10%	16%	31%	38%	-
Prior Year	32%	36%	26%	25%	23%	19%	26%	18%	19%	15%	25%	26%	37%
Change from Prior Year	-5%	6%	-1%	-10%	-9%	-4%	5%	-3%	9%	0%	-6%	-13%	37%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence





Active

Sold

Pending





New Pending Sales

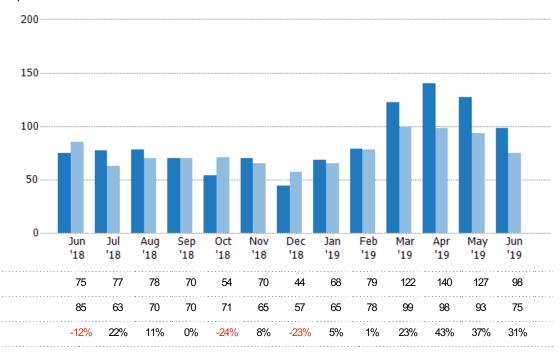
The number of residential properties with accepted offers that were added each month.

Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence



Current Year

Prior Year



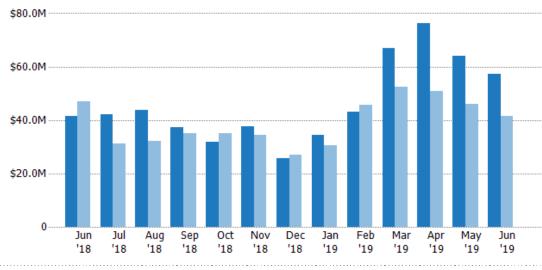
New Pending Sales Volume

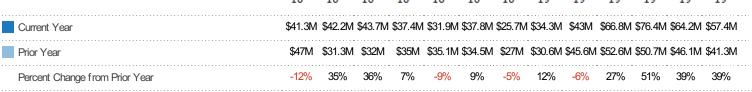
Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were added each month.

Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Jun '19	\$57.4M	38.7%
Jun '18	\$41.3M	-12%
Jun '17	\$47M	-18.1%









Pending Sales

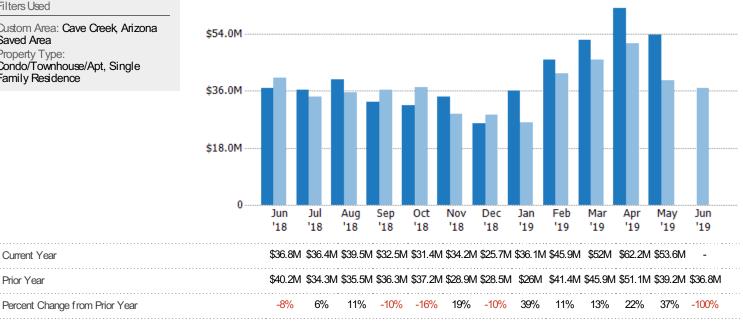
The number of residential properties with accepted offers that were available at the end each month.



Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.





Current Year

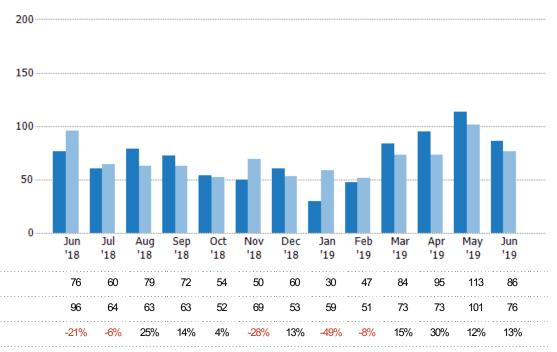


Closed Sales

The total number of residential properties sold each month.

Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Count	% Chg.
Jun '19	86	13.2%
Jun '18	76	-20.8%
Jun '17	96	-20.8%



Closed Sales Volume

Percent Change from Prior Year

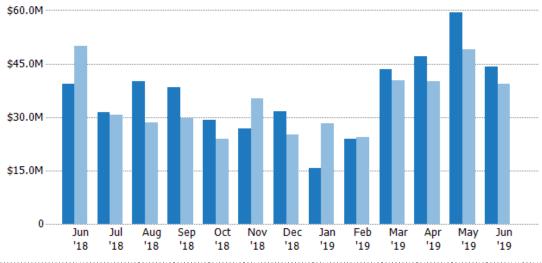
Current Year

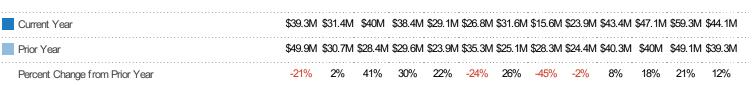
Prior Year

The sum of the sales price of residential properties sold each month.

Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Jun '19	\$44.1M	12.2%
Jun '18	\$39.3M	-21.1%
Jun '17	\$49.9M	-25.5%



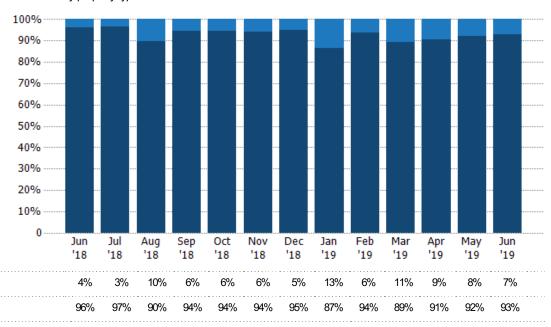




Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

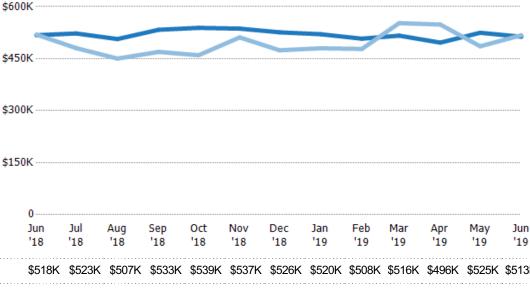
Single Family Residence

Condo/Townhouse

The average sales price of the residential properties sold each month.

Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence





Current Year	\$518K	\$523K	\$507K	\$533K	\$539K	\$537K	\$526K	\$520K	\$508K	\$516K	\$496K	\$525K	\$513K
Prior Year	\$519K	\$480K	\$450K	\$469K	\$460K	\$511K	\$474K	\$480K	\$478K	\$552K	\$548K	\$486K	\$518K
Percent Change from Prior Year	0%	9%	13%	14%	17%	5%	11%	8%	6%	-7%	-10%	8%	-1%

Median Sales Price

The median sales price of the residential properties sold each month.

Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/		
Year	Price	% Chg.
Jun '19	\$430K	-5.2%
Jun '18	\$454K	-3.7%
Jun '17	\$471K	-5.3%

Current Year

Prior Year



Average Sales Price per Sq Ft

The average of the sales price divided by the living area of properties sold each month.

\$300

Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

Month/ Year	Price/sq ft	% Chg.
Jun '19	\$207	2.7%
Jun '18	\$202	4.3%
Jun '17	\$194	-1.5%

Percent Change from Prior Year

25												
50												
7												
′ ⊃												
0												
0			Sep									
0 Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Ju '1
0 Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Ju

Current Year
Prior Year





Median Sales Price per Sq Ft

The median of the sales price divided by the living area of properties sold each month.

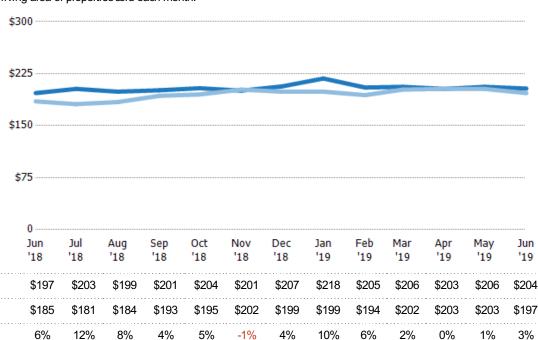
Filters Used
Custom Area: Cave Creek, Arizona Saved Area
Property Type: Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price/sq ft	% Chg.
Jun '19	\$204	3.3%
Jun '18	\$197	6.5%
Jun '17	\$185	-0.3%

Percent Change from Prior Year

Current Year

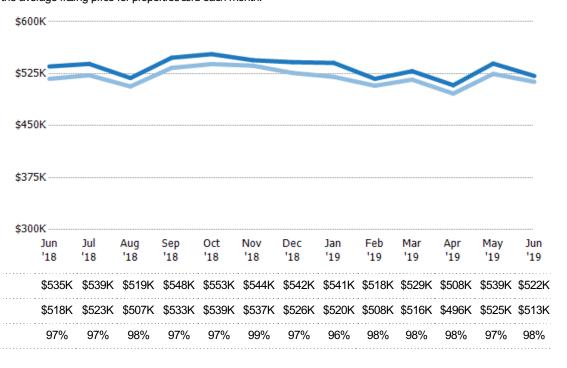
Prior Year



Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence





Avg List Price

Avg Sales Price

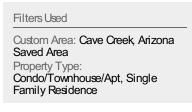
Avg Sales Price as a % of Avg List Price

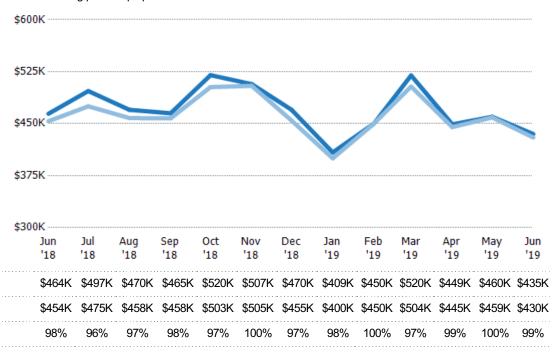




Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.





Average Sales Price vs Average Est Value

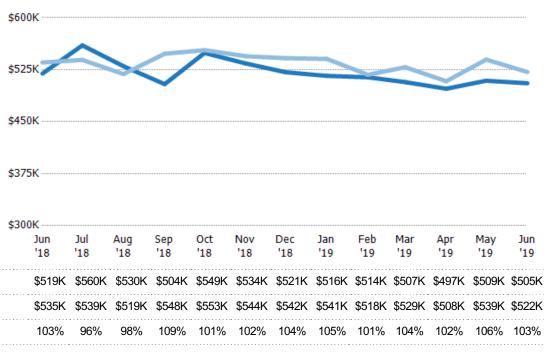
The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price





Avg Est Value

Avg Sales Price

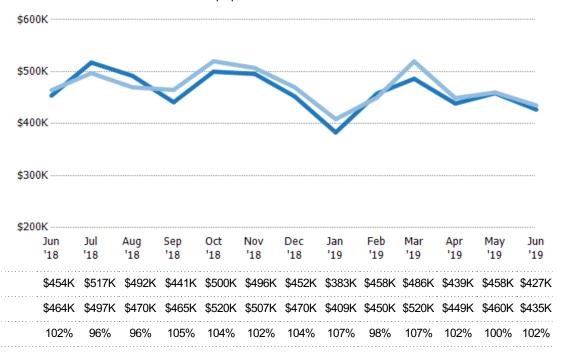
Avg Sales Price as a % of Avg Est Value

Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

Custom Area: Cave Creek, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Distressed Listings

Median Est Value

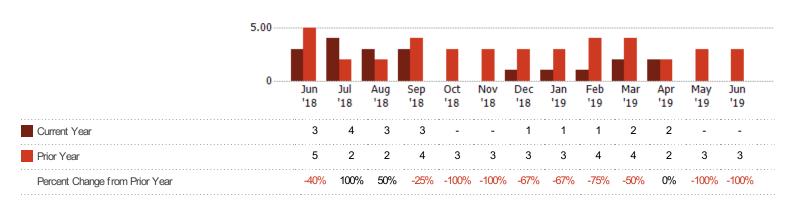
Median Sales Price

The number of distressed residential properties that were for sale at the end of each month.

Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med Est Value







30%

12%

13%



Market Data Report

Distressed Sales

The count of distressed residential properties sold each month.

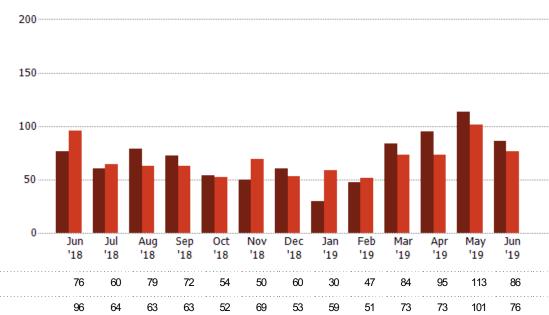
Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Count	% Chg.
86	13.2%
76	-20.8%
96	-20.8%
	86 76

Percent Change from Prior Year

Current Year

Prior Year







25%

14%

4%

-28%

13%

-49%

-8%

15%

-21%

-6%



Sales Activity by ZIP

Jun 2019

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
85331			86	\$44,137,462	\$513,226	\$430,000	\$204	\$199	35



